

Natural Gas Purchasing Workshop

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Does this Sound Familiar ?

How can I budget for my fuel costs with gas prices moving all the time?

Does this Sound Familiar ?

We have a guy (in house) that has been charge of buying all our utilities (for all our buildings, etc.) for years. He has a contact at the gas company and gets us a good deal.

Does this Sound Familiar ?

We go out for bid on a gas contract once a year (every Xxember) in order to get a competitive price.

Gas Customer Profiles

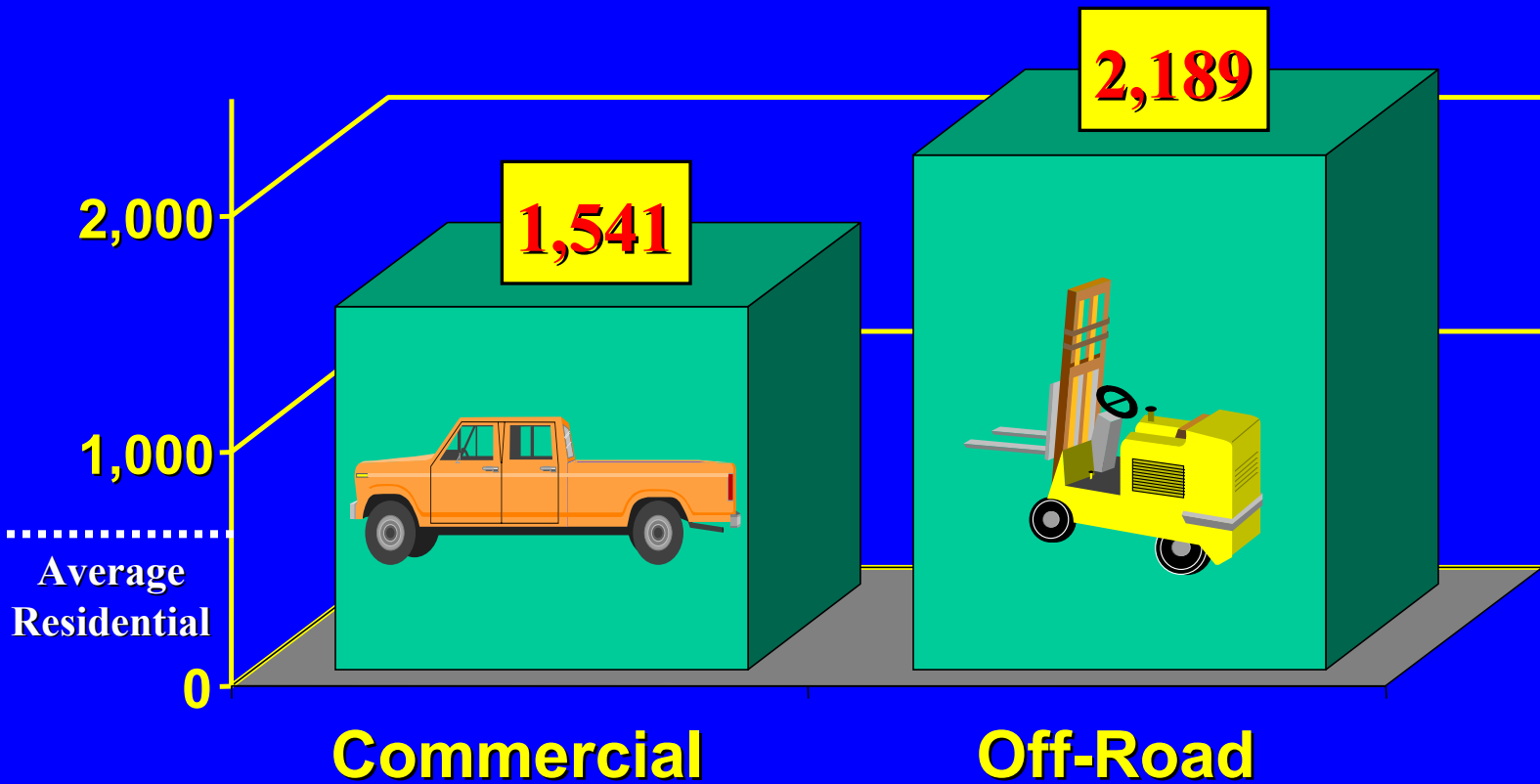


Commercial Vehicles

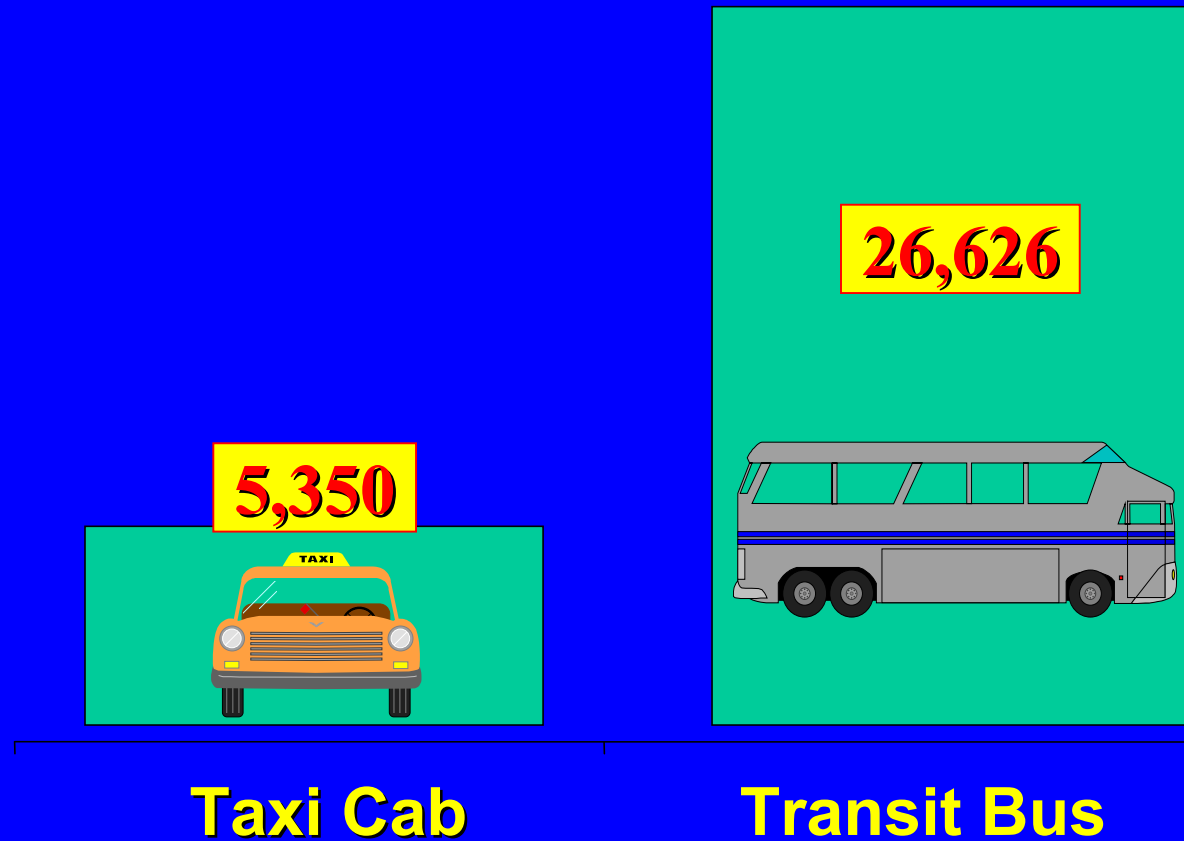
Transit Buses



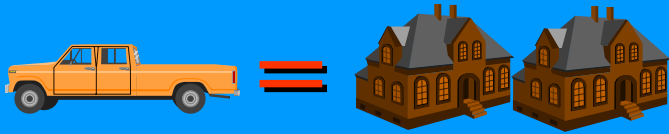
Annual Therms Per Vehicle



Annual Therms Per Vehicle



Gas Load per Vehicle

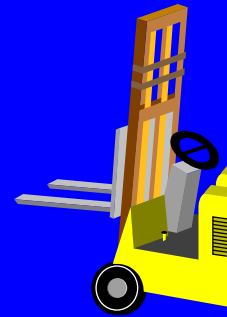


35+ Homes

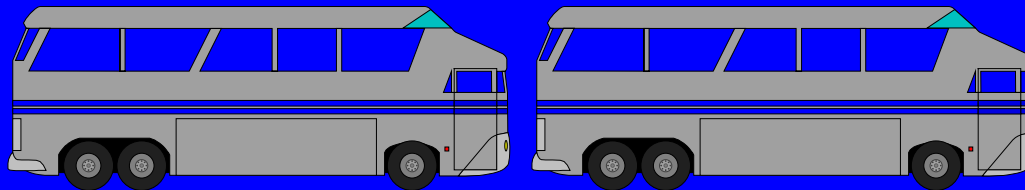
Commercial Gas Loads

96,000 customers surveyed ---

➡ **48,000 are small**
(1400 therms/yr)



➡ **only 4,100 are considered large**
(using around 50,000 therms/yr)



Gas Loads

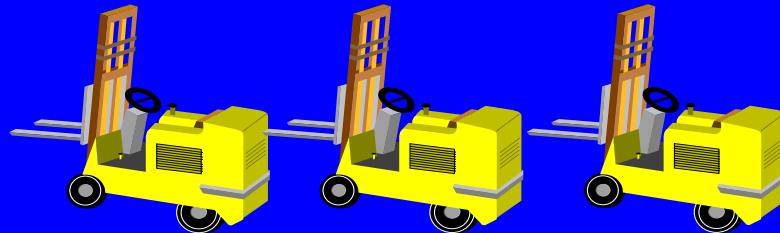


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(5,927 thm/yr)



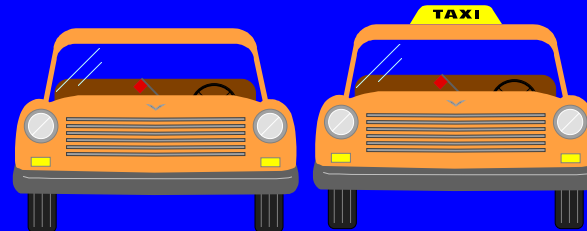
-or-



WAL★MART

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(10,554 thm/yr)



Gas Loads

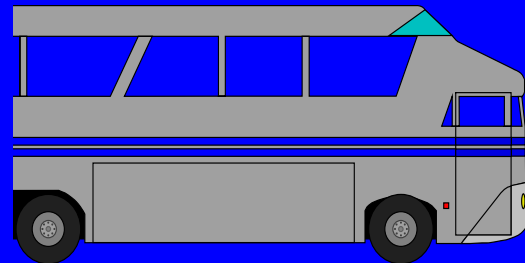


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(16,389 thm/yr)

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Gas Load Factors

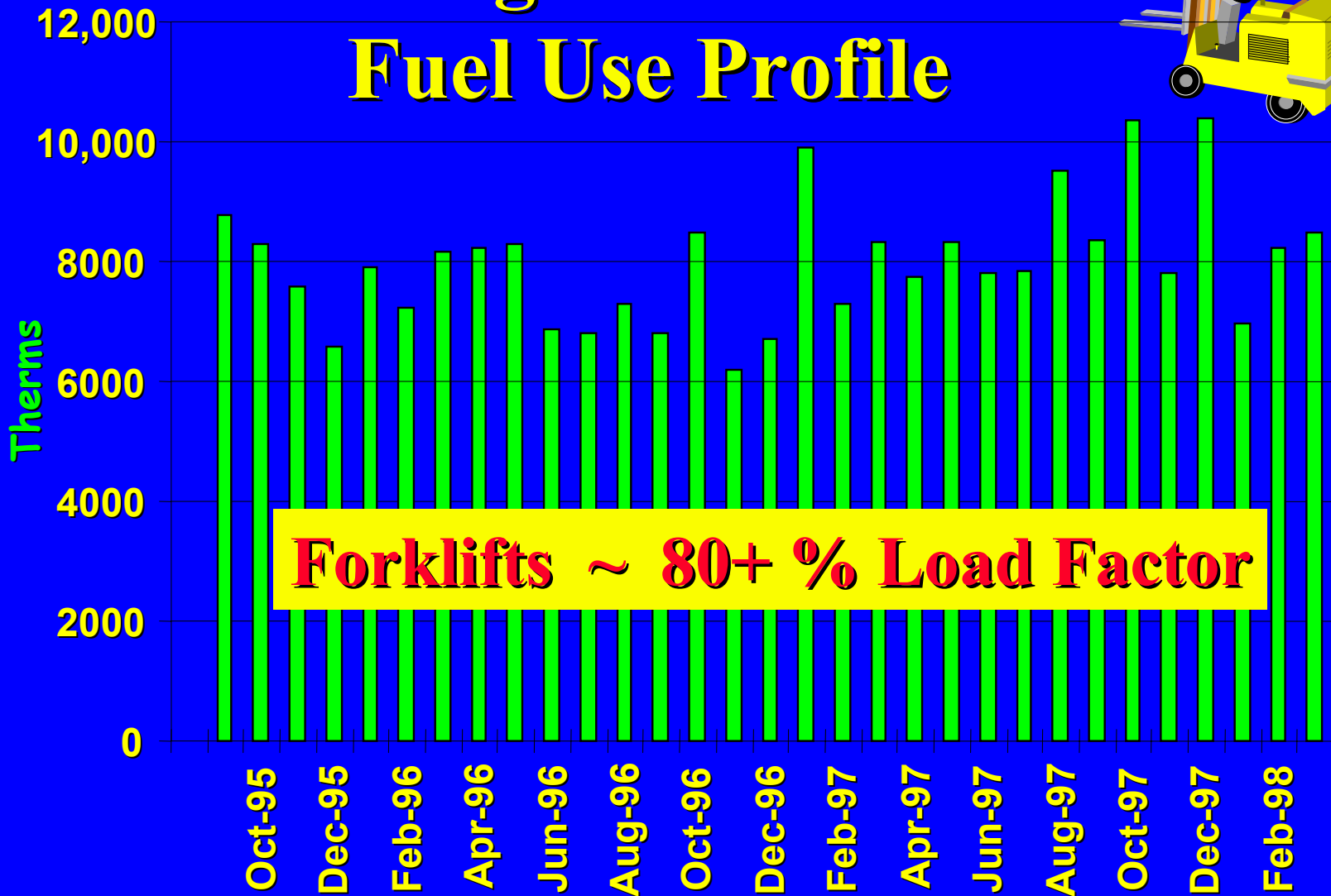
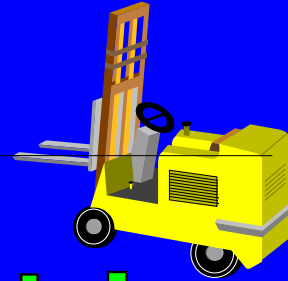


WAL★MART

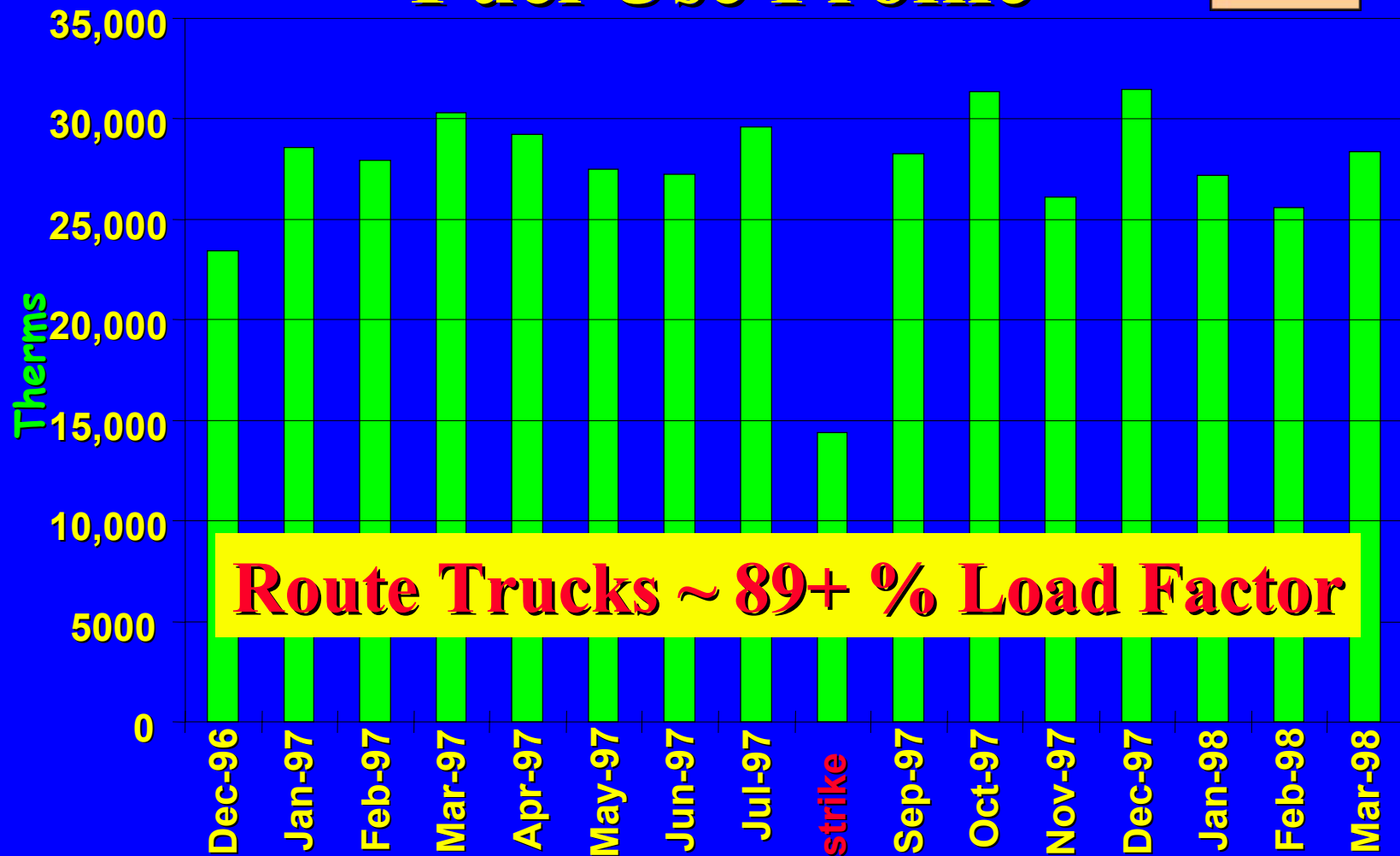
Good Plywood Customer ??



Carriage Distribution Fuel Use Profile

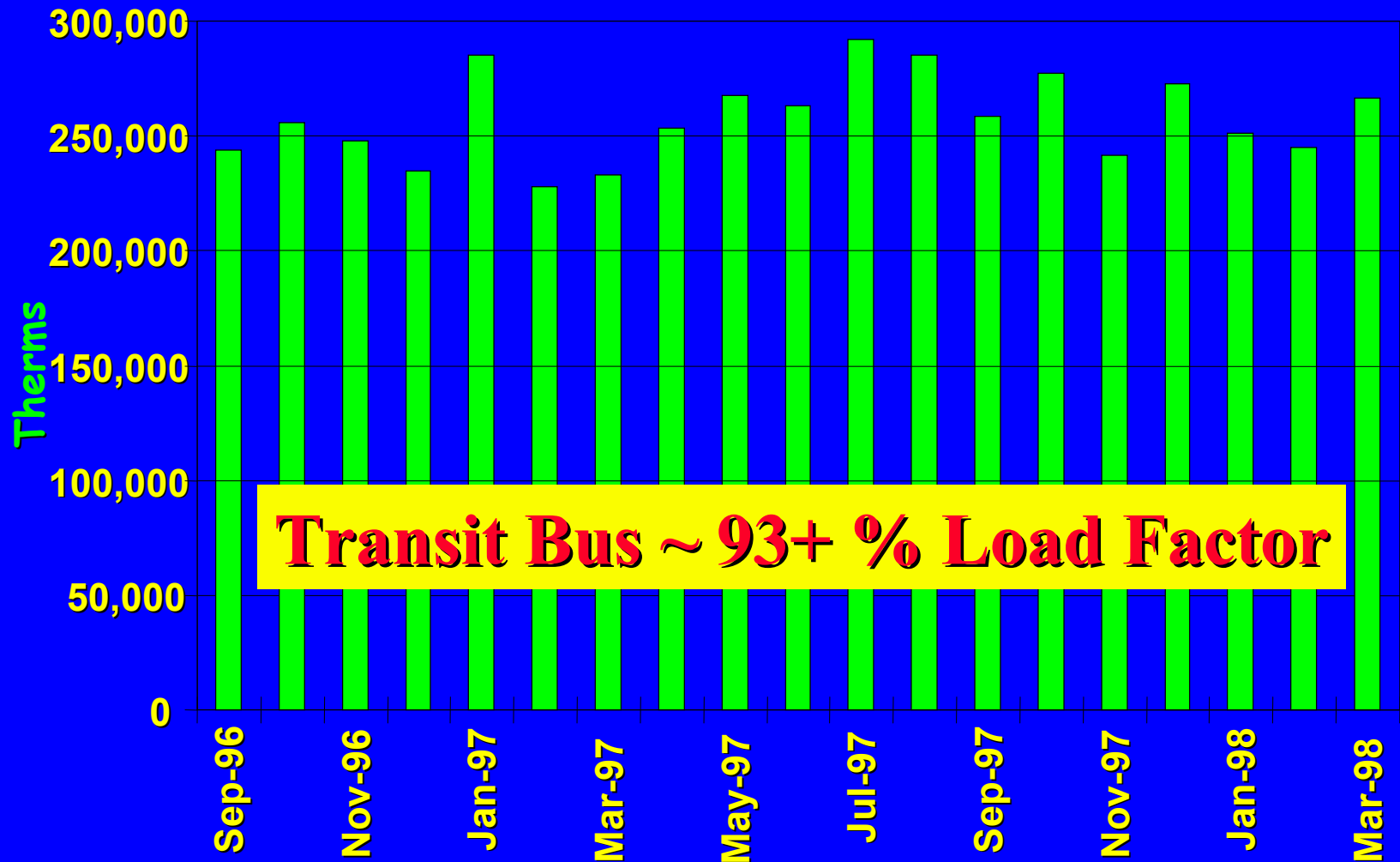


United Parcel Service Fuel Use Profile





Fuel Use Profile





A-List – Transit Buses

**Get in the Driver's Seat with
your natural gas purchasing !!**

Workshop Goals

- ✓ **Start asking the right questions**
- ✓ **Get some help ...**
(put your team together)
- ✓ **Get the authority to be Flexible !**